

Herald Tribune

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PARIS, MONDAY, JUNE 28, 1971

Established 1887

High-Wire Walker of Notre Dame

By Elisabeth Vinocur
PARIS, June 27 (AP)—A little man in black danced against the gray Paris sky yesterday looking down and laughing from a tightrope strung between the two towers of the Cathedral of Notre Dame.



Associated Press



Malta Bars Vessels of U.S. Navy, Russian Cruiser May Pay a Visit

WASHINGTON, June 27 (Reuters)—The Maltese government has informed the United States that it does not wish to receive visits from U.S. naval ships for the time being.

Adm. Brindelli, who took part in bold underwater raids against British naval dockyards in the Mediterranean during World War II, is known for his outspoken right-wing political views, which appear hardly likely to suit Mr. Mintoff.

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28 in Lodz Get Tourist Visas, Flee to Italy

GORIZIA, Italy, June 27 (UPI)—There were 28 of them, ranging in age from two to 61, and they wanted to escape to the West.

Airlines Meet Tomorrow on Fares

By Richard Witkin
NEW YORK, June 27 (NYT)—Should the new youth-fare bargains for transatlantic flights be made permanent and be offered to senior citizens as well?

Experts Studying U.S.-Soviet Linkup in Space

HOUSTON, June 27 (AP)—Soviet and U.S. space experts completed five days of discussions Friday on development of a compatible docking system and announced that study was under way on plans for the linkup in space of American and Soviet spacecraft.

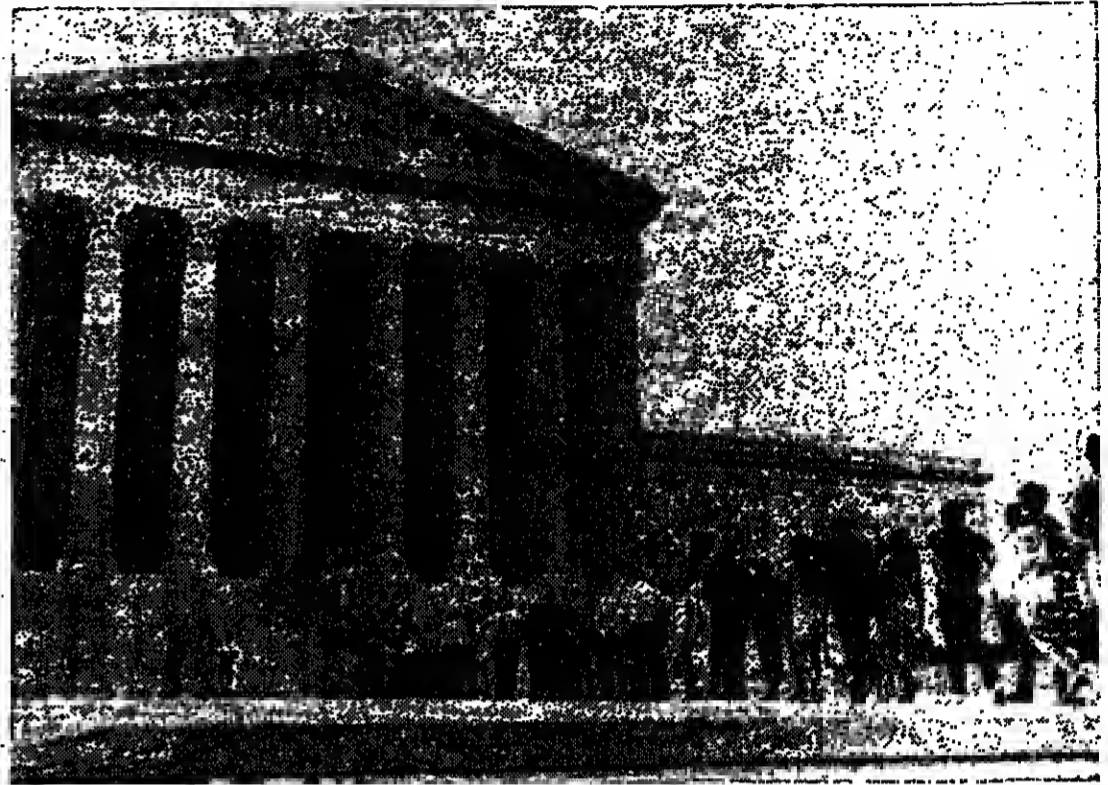
Texas Talks End, Moscow Next

The Soviet delegation arrived here last Sunday. They began formal discussions with U.S. officials on Monday. It was the second such meeting. A group of U.S. experts went to Moscow in October for discussions.

Ellsberg to Surrender Today; High Court's Ruling Expected

He Is Said To Possess Secret Data

By Robert M. Smith
BOSTON, June 27 (NYT)—Two lawyers representing Daniel Ellsberg said yesterday that he would give himself up here to the federal government tomorrow morning.



COURT LINE—Crowds line up outside the Supreme Court Saturday to witness the historic legal battle over the publication of the Pentagon Papers on Vietnam war.

Nine Justices Hear Arguments By Times, Post, Justice Dept.

By John P. MacKenzie
WASHINGTON, June 27 (WFO)—The Supreme Court is expected to wind up its term tomorrow with a decision settling the right of the press to publish, or the power of government to suppress, the story of the Pentagon Papers.

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Pravda Sees Factional Upheaval Russian Struggles to Explain U.S. Press Use of War Papers

MOSCOW, June 27 (NYT)—A leading Soviet commentator sought to explain yesterday how it could happen that part of the secret Pentagon report on Vietnam—obviously embarrassing to the U.S. government—were published in The New York Times and other American newspapers.

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North Vietnamese Cross DMZ In Force; 1st Time in 3 Years

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Small Groups Sent

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Gallup Poll

Muskie Is Top Choice for '72 Of Democratic County Chiefs

By George Gallup

PRINCETON, N. J., June 27.—Sen. Edmund Muskie, D., Maine, emerges with a strong lead as the top choice for the 1972 nomination of the nation's Democratic county chairmen. In the past, these grassroots party leaders have played an important role in the selection of convention delegates.

Table showing poll results for Muskie, Humphrey, Kennedy, Jackson, Mills, Bayh, McGovern, Hughes, Lindsay, and Others.

Sen. Muskie does as well with the party professionals today as John Kennedy did as a comparable point before the 1960 Democratic convention. Sen. Muskie, however, falls short of the vote given Sen. Humphrey by the "pros" in the period just before the Democratic convention in 1968.

Whereas Sen. Kennedy is a poor third with the nation's party "pros," he is the top favorite of rank-and-file Democrats for the 1972 nomination, ahead of both Sen. Muskie and Sen. Humphrey.

Table showing preferences of "pros" and "rank-and-file" for Kennedy, Muskie, Humphrey, McGovern, Lindsay, and Others.

The candidate preferences of the "pros" show that Democrats in the liberal wing of the party are not held in as high favor as those who are generally considered to be in the conservative wing.

Quits New York City

Meredith Moves to the South, 'More Livable for the Blacks'

JACKSON, Miss., June 27 (AP).—James H. Meredith, the first Negro to enter the University of Mississippi, says he has moved his family from New York City to Jackson because "on a personal, day-to-day basis, the South is a more livable place for blacks than any other place in the nation."

falling to provide hot water and other services for the six-story building. Tenants claimed he tried to force them out unless they agreed to a 15 percent rent increase.

Menotti's New Production At Spoleto: 'Boris Godunov'

SPOLETO, Italy, June 27 (UPI)—The 14th edition of the Spoleto Festival of Two Worlds opened Thursday night with a new production of "Boris Godunov" in Italian translation. Musorgsky's masterpiece may seem an odd choice for the festival's main event, but Gian Carlo Menotti, the festival's founder and president, has always let his own taste guide him in arranging Spoleto's programs, and the results have generally been happy.

Menotti's staging is clearly tailored to his cast. Richard Cross, in the title role, is a younger-looking Boris than we are used to seeing. If he is at times less credible as a prince and an assassin, he is deeply moving in the final scene with his son, a tormented and tender father, a figure of truly tragic proportions.



STEPPING OUT—Ballet dancer Rudolf Nureyev at London's Heathrow airport Saturday, on his way to Geneva for his performance in "Les Sylphides."

U.S. Reported Letting Britain Sell Big Computers to Russia

WASHINGTON, June 27 (AP).—The United States has yielded to a sustained British bid for its approval of a huge computer deal with the Soviet Union, informed diplomats reported yesterday.

The Paris-based group, known as CoCom, consists of all the members of the North Atlantic Alliance, with Japan sitting in.

The Russians last year first approached International Computers Ltd. of Britain, with a request to buy two big and highly sophisticated 1964 computers. These were wanted for the Soviet Institute of High Energy Physics at Serpukhov, where Western scientists, including Americans and Swiss, are permitted to participate in research operations.

U.S. Mail Is Becoming a Service—Nominally

WASHINGTON, June 27 (NYT).—July 1 will mark the end of 196 years of postal business as usual—which the American public has come to believe is usually had.

Postal Reform Will Date From July 1 But, Of Course, Effect May Be Late

in the elimination of at least 2,000 middle-management jobs called "bureaucratic fat" by high postal officials.

Belgian Cabinet Votes Speed Limit

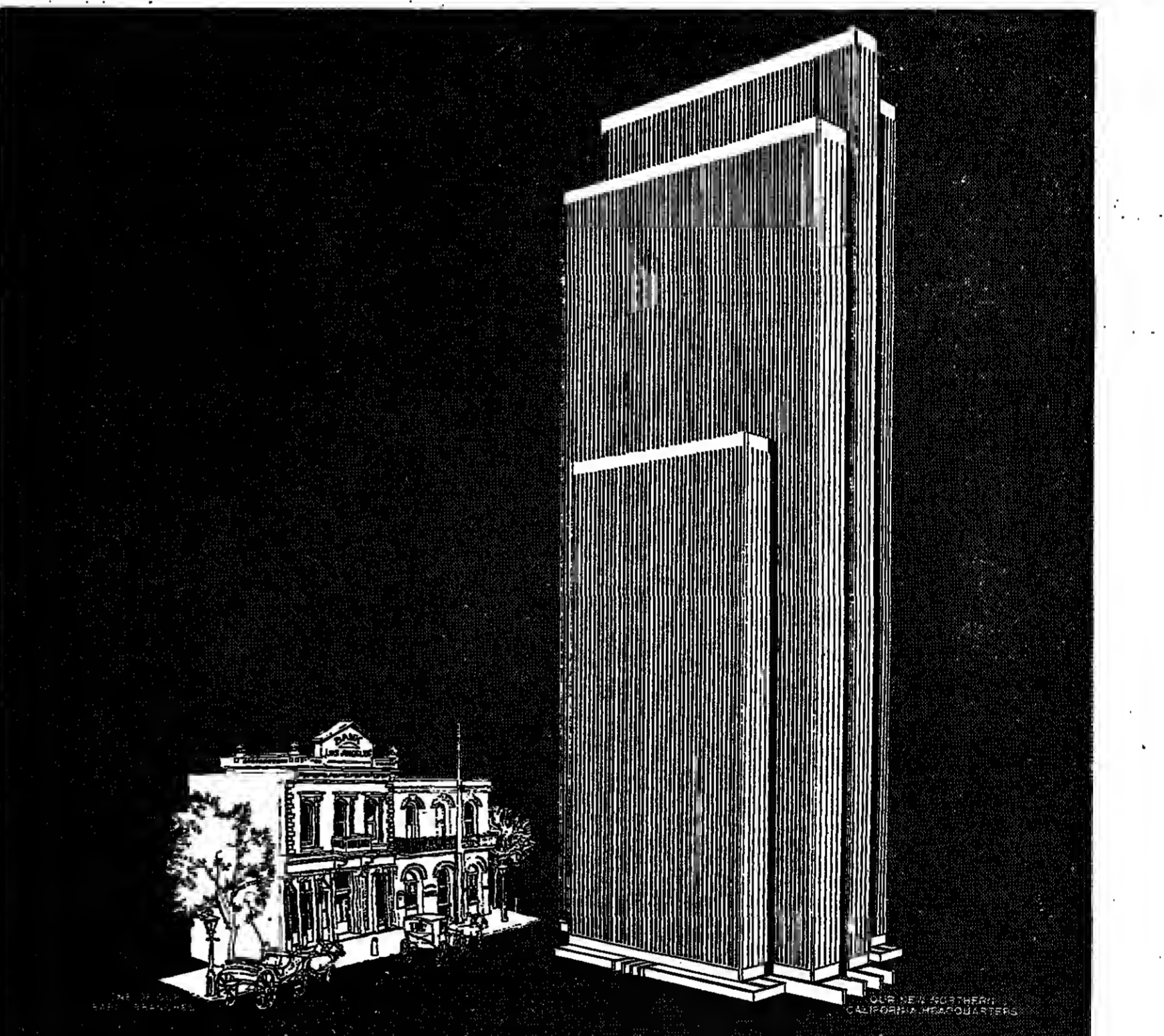
BRUSSELS, June 27 (Reuters).—The Belgian cabinet has given formal approval to a controversial plan to introduce a 90-kilometer-an-hour speed limit from the beginning of next month.

S. Africa to Make French Mirages Under License

PRETORIA, South Africa, June 27 (Reuters).—French Mirage fighter aircraft are to be built here under license for the South African Air Force, a spokesman for the state-owned Armscor Development and Production Corp. (Armscor) announced today.

730,000 Decision-Makers

But it is the 730,000 postal employees themselves who will have the greatest impact in determining whether the new postal service succeeds.



Security Pacific Bank

The first 100 years

It all began in Los Angeles, 1871, with a small office and \$3,000. As California expanded so did we. Now, in terms of population, California is the largest state in the USA. And Security Pacific Bank is the second largest in California.



SECURITY PACIFIC BANK

London, Brussels, Paris, Los Angeles, San Francisco, San Diego, Mexico City, Tokyo, Hong Kong, And Security Pacific International Bank, New York.

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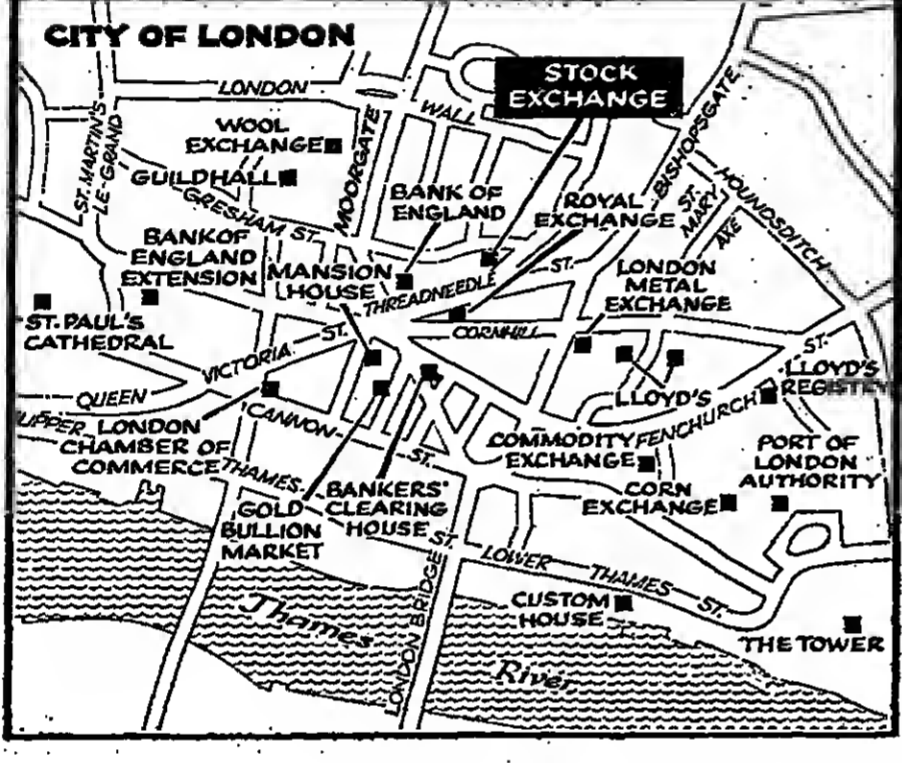
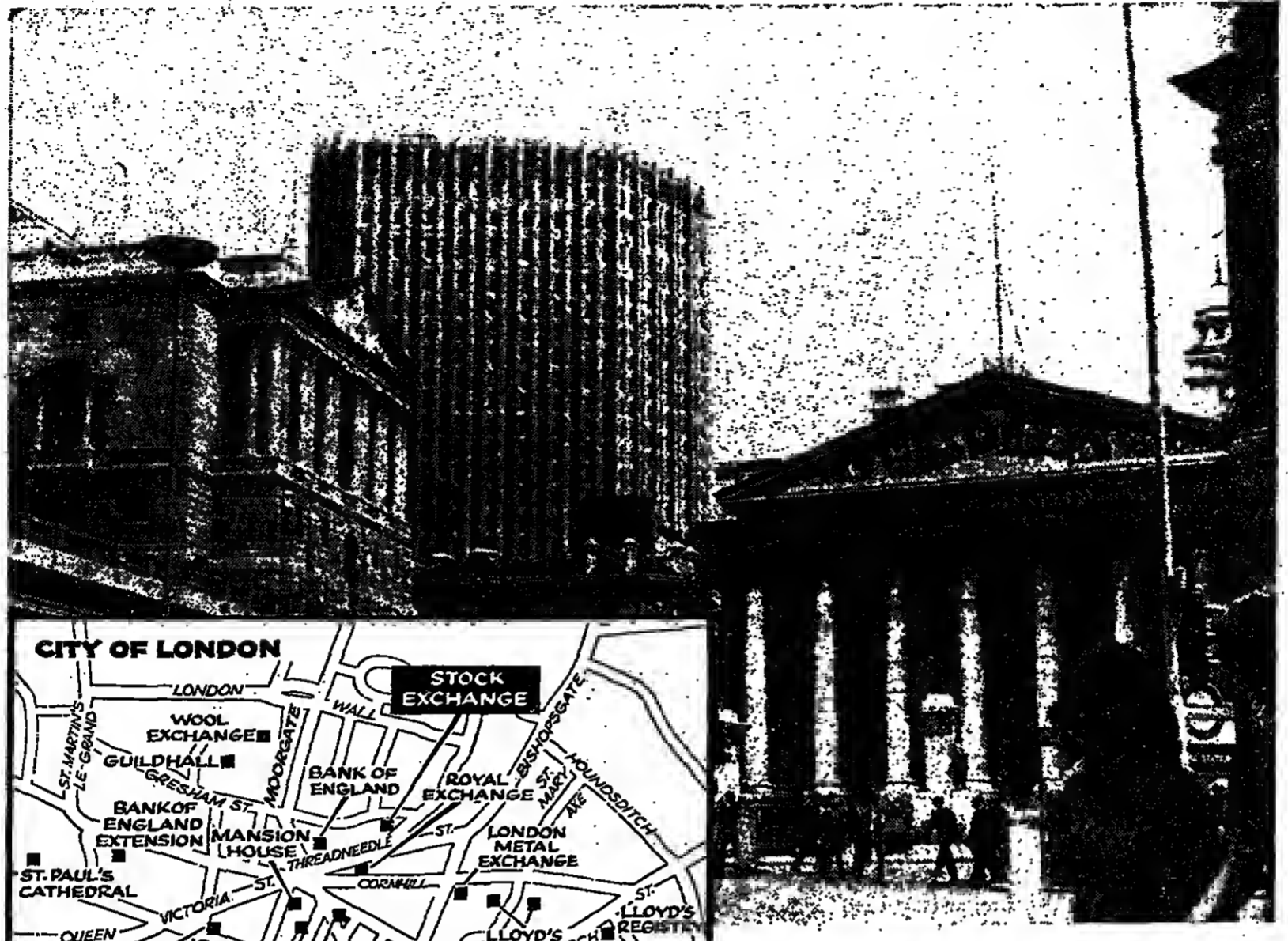
INTERNATIONAL Herald Tribune

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Page 9 PARIS, MONDAY, JUNE 28, 1971

THE Financial CITY OF LONDON

The City,

an area of 677 acres lying between St. Paul's Cathedral and the Tower of London. Its population is less than 5,000 but more than 300,000 people work in the square-mile of banks, security and commodity exchanges, guildhalls, shipping and insurance concerns. The photograph shows an intersection known popularly as 'Bank.' At left is the Bank of England, with the new Stock Exchange building in the background and the Royal Exchange, which houses offices and exhibition halls, at right.



Special Report

By Andrew Leigh

LONDON—The "City" can mean what you like. To some it is just a geographical area known as "the square mile," into which pour some 400,000 people every day to work. Others regard it as some kind of super corporate body whose monetary activities are tightly integrated and which speaks with a united voice. Many see it merely as a number of disparate markets and institutions offering a range of services. Whatever your definition of the City, its role in the international context is likely to be hard to define, mainly because it is both complex and continually evolving. Daniel P. Davison, vice-president and general manager of Morgan Guaranty Trust of New York, has summed up how many people view the City simply by saying: "I am high on the City as a place to do business and as a financial center—very high. As far as the future is concerned, I think London has an unassailable lead as the international finance center of the world." Such a formidable recommendation could not be made in the mid-1950s. Then the dominant center was New York, mainly because of the dollar's strength, the savings created by the American economy and its developed capital structure. Meanwhile, sterling declined still further, went through a series of crises and worst of all, lack of convertibility allowed City institutions little money with which to work on an international scale. In short, London had a well-oiled financial machine that was only ticking over.

Dealing in Dollars

Rapidly, the City learned that it was not dependent on sterling. Bringing holders of surplus funds into contact with those requiring them could just as easily be performed with the dollar. This business based mainly in London received several fillips, first in 1956 when the European currencies were made convertible, and second, in 1963, when New York's international loan business was effectively killed by the Interest Equalization Act, which made it uneconomic for foreign firms to raise money in the United States.

What set the seal on London's role as the leader in international finance was the arrival of the American banks. The deteriorating U.S. balance of payments plus the restrictions on both direct and portfolio investment overseas have sent both U.S. and corporate borrowers back to London. The banks came because London was where it was all happening. The scale of the invasion is well known. In 1965, there were only six American banks here and all had been around for decades. One of them found the scene so uninspiring that from a staff of 500 in 1922 it cut back the number by the mid-1960s to under 100. With the encouragement of London, U.S. banks generally decided that they could not afford to stay away. By the end of 1970, all but two of the major U.S. investment banking firms had arrived.

Three underlying factors have also contributed to London's present primacy. First, the size and variety of financial services is unparalleled; second, the ability to adapt and respond to changing customer needs is practically unchallenged; and finally, the City's informality and self-imposed discipline has no equivalent in any other major financial center. Talk of the size of services offered by the City does not imply they are largest in everything. You can probably raise more capital in New York, for example, than in London is the biggest or most efficient place for shipping brokerage, gold transactions or insurance. Zurich or Basel are perhaps the largest money havens, but then neither is as skilled at putting capital to work.

Logistical Gains

Banks, discount houses, stock exchanges, brokers, Lloyd's and commodity markets all cram into the "square mile"—or 2 1/2 square kilometers, as we are learning to call it—and the rents at around \$72 a square foot suggest just how packed it has become. But though working in such crowded conditions has its disadvantages, the logistical gains are considerable. It is possible for an elderly and worried company director to visit nearly half a dozen different kinds of financial institutions to raise a loan and still reach the Savoy in time for lunch. On a less urgent note, one can find within the City practically any type of financial expert that it is possible to require. In making financial deals London is backed up by more brokers, bankers, lawyers, accountants and analysts than any other city. This impressive range of technical expertise has always been one of London's most significant attractions. But in recent years the City has also managed to recruit a growing number of the most enterprising university graduates. A few years ago they might have chosen academia, the civil service or the more glamorous sections of industry. Now that the City is visibly so successful, it is able to offer large incentives to bright people who are drawn by the career prospects.

At least part of the inducement is in working within a world, rather than purely domestic, setting. The City has never been afraid of foreigners—a Swiss once governed the Bank of England—and partly gained its ascendancy through thinking and acting in international terms. It does so not only because the skills available are expensive and need to be deployed widely, but more basically because London cannot afford to depend solely on the domestic scene for its livelihood. As one merchant banker puts it succinctly: "The City is too big for England." The need to sniff out business from a variety of places also makes the City extremely adaptable and responsive to customer needs. In modern terminology it is "marketing orientated," and this flexibility means that if London does not always invent a new financial tool, it may well popularize it.

Eurodollar Market

The development of the Eurocurrency market, in which dollars deposited outside of America are used to finance business anywhere in the world, has been primarily due to the initiatives of British merchant banks. In 1960, the currency pool was estimated at around \$1 billion and from 1966, when the U.S. banks began arriving, the market boomed. The City has ridden the tidal wave; now the total amount estimated to be circulating is around \$50 billion, of which London handles at least 60 percent. From very short-term loans the business has grown to one where both medium and long-term capital is available through the market in quantities which a few local markets can offer. Five years ago a single loan for \$100 million would have been almost impossible; today the City has several such deals under its belt. The diversity of transactions is also huge; dollars placed in London, for example, by a Malaysian resident, may easily finance a shipment of iron ore from Australia or Japan, or a capital project anywhere in the world. In its role of answering customer needs, London has not

(Continued on Page 19, Col. 1)

Sterling Another step in Britain's retreat from empire

By John Palmer

LONDON—As part of the agreement between Britain and the Common Market countries, the problem of sterling re-

mains on the agenda. The problem can be put quite simply: what to do about the \$24 million held by governments of former British colonial territories and Commonwealth countries? Britain could not possibly pay off these debts if the sterling area countries wanted cash on the nail. The debts arise out of the tradition whereby countries in the former British Empire banked in London, the center of their trading operations. But the size of these liabilities grew during World War II when Britain borrowed heavily from countries like Australia, Hong Kong and Malaysia. For a long time there has been talk about a "final solution" to the sterling problem. The Common Market countries are worried that if these debts were ever called in, they might have to bail Britain out of trouble. But no one can see an obvious solution. Provided they are offered some reasonable alternative security, the sterling holders are not unduly worried in what currency their assets are denominated. But while the struggle to find a solution continues, the Western central bankers have agreed to guarantee the bulk of the sterling holdings against any future devaluation of the pound. This is only a short-term interim solution. The debate about a final settlement seems bound to continue and to grow in intensity. In Britain itself the subject arouses little controversy and no emotion. This is remarkable. Not many years ago defense of sterling's world role was seen as part and parcel of the defense of British world-power status. In a sense this is true. The funding of the overseas sterling balances will mark another step in Britain's retreat from empire and from an imperial world role. It is because of changed attitudes to this role that British public opinion now views the end of the sterling area with more relief than apprehension. The truth is that the sterling-area system lost its appeal when the old empire disintegrated after World War II. Before then membership of the sterling area brought more privileges than responsibilities for Britain and more responsibilities than privileges for the overseas members. The sterling balances held by

(Continued on Page 19, Col. 3)

million dollars here and a million there might require a loan portfolio nearing \$100 million to cover such costs. "Has anyone packed to go home?" an American asked a knowledgeable British banker the other day.

Happy Faces "They all say they're happy," the man replied, "but I must say I'm curious how some of them make their money." A check of the branches, however, finds mostly happy faces. At the City National Bank of Detroit, the baby of the American banking community here, with relatively small total deposits of \$544 million, Duncan G. Sussner, the Scottish-born vice-president and manager, said: "We were in the black six weeks after we opened. We participate in syndicates for Eurodollar loans, and we recently arranged a \$15 million credit of" (Continued on Page 19, Col. 4)

Invisible Earnings

LONDON—The City's invisible earnings are figured in millions of pounds sterling. For the years 1956, '65 and '67, the conversion rate is \$2.80 to £1; for 1969, the rate is \$2.40 to £1. The figures for 1956 are unofficial estimates.

	1956	1965	1967	1969
Insurance	70	81	150	243
Banking	30	35	23	97
Merchandise	30	30	30	45
Investment (Trusts, etc.)	—	—	35	37
Brokersages	20	28	31	54
Total	150	206	271	480

Banks

By Stewart Fleming

LONDON—The City of London, with its dainty alleys and key Victorian offices, is now the center of the Eurodollar money market, a market which in no more than ten years of phenomenal growth has become a major force for international finance. The market is financing both their day-to-day trade and their worldwide investments. The market, because of the absence of controls, has also developed what some would describe as a more sinister function. It now one of the principal channels through which speculative funds move. The recent financial crisis surrounding the dollar and the German mark was precipitated by the movement of dollars from the United States into the Eurodollar pool and from there to markets. The size of the pool and its rate of growth since the late 1950s are both disputed. There are no reliable statistics. Estimates have been made by the Bank for International Settlements among others, and these now suggest that some \$50 billion is circulating in Eurodollars compared with only \$1 billion ten years ago. But while counting and the recycling funds make an accurate assessment impossible. It is known, however, that about all the odds, the City of London is now the financial center where large sums of international finance can most easily and quickly be rounded up.

Varying Terms The market provides funds for a period from one day to 15 or more years. In fact, it is more accurate to speak of several Eurodollar markets, for the terms on which loans are made vary enormously depending on the length of the agreement. Bankers, and only British bankers, estimate that in the short-term Eurodollar market as much as 60 percent of the business is done through London. This accounts for the multitude of foreign banks which have set up branches in the City, over 100 at the last count of which 39 are from the United States. It also accounts, in part, for the startling rise in office rents close to the Bank of England in Threadneedle Street, square foot there can cost more than in New York. Ironically, since in the new multi-story Stock Exchange overlooking the Bank proving too expensive for the British brokers for whom it is poised to have been built. In the longer-term Eurodollar market London is less dominant. In 1970, Deutsche Bank headed a list of houses managing Eurodollar issues. But London still has a leading role, with White Field and Co. and merchants

Against all the odds, the City of London is now the financial center where large sums of international finance can most easily and quickly be rounded up.

bankers S.G. Warburg both in the top four last year. A Eurodollar, quite simply, is a U.S. dollar deposited outside the United States. It may have been transferred from a U.S. bank to the London branch in search of a higher rate of return, or it might be in the hands of an individual or company anywhere in the world. It would be natural to expect the market since it is primarily a dollar market, to be situated in the United States. But in 1963, U.S. exchange-control regulations virtually closed the U.S. market

to foreigners, and in 1968 U.S. firms were forced to finance their overseas investment with overseas funds. It is more difficult to explain why London, and not Frankfurt, Geneva or Paris, has become the center of the market. **City Advantages** To an extent it is a historical accident. It was British banks in the mid-1930s which first began dealing in dollar deposits outside the United States on any scale. Some would say too that London's expertise and willingness to

innovate have played a part. It is an argument most likely to be heard from the British side, and sometimes one tinged with characteristic British complacency. But London's bankers did have detailed knowledge of the world's currency havens (some of which were former British colonies), there is a skilled labor force and a wide range of financial services in the City, and such advantages should not be underestimated. But behind such practical features lies the one factor to which bankers consistently return when they seek to explain the growth

U.S. Banks

By John M. Lee

LONDON (NYT)—The number of American banks with their own branch in London has more than doubled in the last three years—from 15 at the end of 1967 to 37 today. There were eight new arrivals in 1968, nine in 1969 and another five last year. Just out the back door of the Bank of England, so many American banks have opened their offices on Moorgate, from the Republican National Bank of Dallas and the Marine Midland Bank-New York at one end to the Continental Illinois National Bank at the other, that the thoroughfare has been dubbed the Avenue of the Americas. Over the last few years, the American branches have attracted wide public attention for their bus-bus-like mobilization of Eurodollars (American dollars on deposit outside the United States) to send home for lending to ease the United States credit squeeze.

A Sign To some, it seemed this round-up was all the Americans were doing, and resentment was widespread when their feverish competition for Eurodollar deposits sent rates up to 13 percent in 1969. But such activity tended to obscure the more lasting reason for the American banking invasion of London. This is simply the desire to share in Eurodollar lending to American corporations abroad and foreign corporations,

Moorgate has been dubbed Avenue of the Americas, there are so many American banks.

governments and institutions all over the world. Accordingly, there was almost a sigh of relief among some American managers when the totals of Eurodollars redeposited with their head offices plunged from \$15.4 billion in October, 1968, to \$8.4 billion in October, 1970, and less than \$3 billion at the end of last month. The decline was brought on by cheaper money in the United States and its greater availability. High-cost Eurodollars were no longer necessary to the American banks at home. The inflow into the international system sent Eurodollar rates down and set up the situation for a flow into Germany, with its higher rate structure, and the recent currency crisis. But the reflow also provided more funds for lending around the world.

At the Morgan Guaranty Trust Company, the first American bank to arrive in London (in 1822), Daniel P. Davison, vice-president and general manager, said: "Shoveling money home may have helped the home office, but it didn't necessarily help our profits here. With the rundown, we have much more scope to develop our Eurodollar commercial

loan portfolio, which is our basic business. "We are busier than ever." American bankers obviously find it more profitable to take the Eurodollars they have solicited from other banks and corporations and relend them in, say, the Congo, at a 1 3/4 percent markup than to redeposit them with their United States head office at a spread of only 1/16. This is not to say that it is altogether smooth sailing for the many Americans here. Overhead is high and the competition among the nearly 300 foreign banks in London, quite apart from the British overseas and merchant banks, is intense. With bankers paying \$25 a square foot for bare walls in the City, the financial district of London, compared with \$12 to \$20 on Wall Street, the minimum cost of even a modest London office, albeit one including the prestigious paneling and comfortable dining room so dear to City hearts, ranges upward of \$50,000.

Although London staff comes cheaper than New York staff, an office of 20 or so persons averaging \$3,000 (\$7,200 a year) can take on another \$150,000 in costs. The smaller branches lending a

RCA's new factory in Belgium.

In 1202, in Milmort, Belgium, a group of monks began services in their chapel, newly built of stone and oak from the fields around it.

In 1970, in 9,300 square metres of steel, concrete and glass, RCA began production of solid state devices in our new Belgian plant. Built on the same fields.

The stones in the oldest buildings stood more than seven centuries before we came along. They still stand. New structures rose as the chapel became a monastery, and then a farm. They are there to see.

Our site is characteristic of Europe—a determination to hold the best of

the past, and gain the best of the future.

So the narrow windows and the ivied walls of the monastery farm keep watch now as today's Belgians build RCA power transistors, thyristors and rectifiers.

For television sets, computers and auto ignitions.

For communications equipment and instrumentation.

For a European semiconductor market growing toward \$650 million a year by 1972.

And if you make the five-mile trip from Liege to our plant around the end of this year, you can wonder at the

massive stone gate of the farm, and at the 30 types of power devices rolling off our lines at the rate of a million a month.

RCA has been creating and developing solid state devices since the business began in the U.S.A.

Now, with our new operation in Belgium, what we've learned, and what we will learn in this swift and very modern field, is more readily available to Europeans.

Right next door to their past.

RCA



Insurance: An Unprecedented Crisis of Confidence

LONDON.—British insurance is currently struggling through its biggest crisis of confidence in over 300 years. At stake is its preeminent international reputation and although, as the doctors would say, the patient is fighting back with a good chance of recovery, the temperature chart has gone alarmingly high since the beginning of the year.

To understand this grave position, which led to anxious questions in Parliament, one must remember that the country's insurance market exists in two quite separate halves.

On one side is the British Insurance Association, which has among its 300 members some of the most widely respected names in the industry, blue-chip firms like Sun Alliance and London Insurance, whose origins go back to 1710. Commercial Union Assurance, Eagle Star Insurance and the General Accident Fire and Life Assurance. The association was founded during World War I and its members transact more than four-fifths of Britain's domestic insurance business. Figures for 1970 are not expected until later this summer, but in 1969 total net premium income came to over £3.3 billion (\$7.92 billion).

On the other side of the market

When Vehicle and General Insurance collapsed on March 1, threatening to take many a reputation down with it, City insurers reeled and Parliament shook with demands for reform...

is the august presence of Lloyd's of London. Started around 1688, Lloyd's is not an insurance company—it is not a member of the BIA—but a collection of private individuals, grouped in syndicates, who accept business on a personal and unlimited basis. Unlimited means that the 6,000 members are literally liable even to their last diamond-capped collar; it also means that it is virtually impossible not to find someone who will insure the most unusual of risks, be it Tutankhamen's treasure trove or a film star's breasts.

In the extremely unlikely event of a member's assets not being enough to meet his commitments, there is a Central Fund, amounting to many millions of pounds, to maintain Lloyd's proud boast that it has never renege on a contract.

Premium Income

Lloyd's accounts are kept open for three years so the most up-to-date figures are those for 1967,

which showed that annual worldwide premium income had risen in 20 years from £126 million (\$302.4 million) to an all-time peak of \$800 million (\$1.44 billion).

The present crisis came out in the open on the evening of March 1, when, after a sickening slide in the company's shares on the London Stock Exchange, Reggie Burr, finance chief of Vehicle and General Insurance, announced the company was bust. At first it only looked like a domestic matter, even if one in ten of Britain's motorists woke up the next morning to find themselves without the insurance cover required by law. However, it did not take long for the international ramifications of the affair to make themselves apparent.

Immediately, many of the members of the BIA took advantage of the situation to hike their motor insurance rates by 30 or 35 percent. At the same time, the association itself was

criticized for admitting V and G as a member only five years previously. Parliamentarians of all parties hit at the BIA because it was felt its advertising had led the public to suppose that membership in the association was a guarantee of absolute security.

The BIA admitted it had claimed that previous insurance companies that had gone to the wall had not been members, but stoutly maintained that it was merely a trade association with no responsibility for keeping a policeman-like watch over insurance firms.

Not surprisingly, some people on the Continent, with an eye on the possibility of Britain gaining membership of the European Common Market, began to ask whether foreign motorists would be advised to arrange any sort of cover with a British company.

Reinsurance Firm

But an even bigger question mark was raised by the position of World Auxiliary, a long-established reinsurance firm which had been bought by V and G in 1968. A delicate but vital part of the London insurance market, reinsurance is an important contributor to Britain's "invisible" earnings. The brokers at Lloyd's feared the end of World Auxiliary would knock a big hole in Britain's balance of payments if overseas insurers began to look elsewhere.

Eventually, Lloyd's brokers prevailed upon Commercial Union Assurance to buy World Auxiliary to save it from being shut down. The brokers set up their own fund to meet World Auxiliary's liabilities and, significantly, many who would not have placed business with the company even in their wildest dreams were willing to support the fund voluntarily in order to preserve the good name of the London market.

As soon as everyone thought this problem had been swept under the carpet, a new storm broke. On April 23, a Labor MP, Ray Carter, released a letter from Nicholas Ridley, a junior minister at the Department of Trade. Mr. Ridley's letter disclosed that confidential information con-

cerning V and G had been leaked from the department. The immediate implication was that somehow information detrimental to V and G had come into the hands of someone who was able to use knowledge that the company was on the verge of collapse to make a quick profit in the stock market.

There is nothing like the report of a leak from a government department to inflame British passions. But, as Patrick Sergeant, the widely respected city editor of the Daily Mail, remarked on April 27, anyone who had kept his ears open or watched share movements could have guessed the company was in trouble.

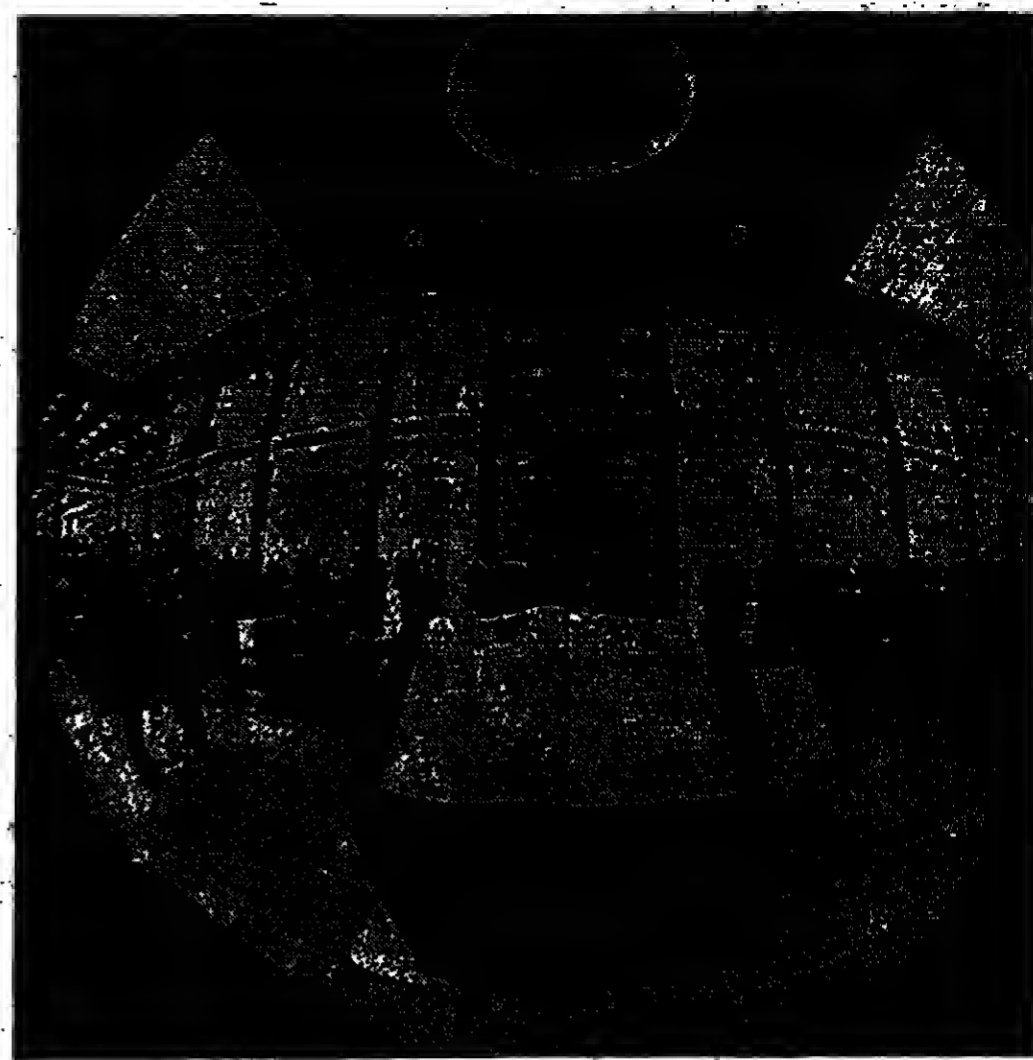
"You would have thought," wrote Mr. Sergeant, "that Sir Leslie O'Brien, governor of the Bank of England, had sold the secrets of the hydrogen bomb to the Martians for payment in women."

But the very same day, Prime Minister Edward Heath told Parliament that a tribunal of inquiry would be set up under a High Court judge to conduct a wide-ranging investigation of the Department of Trade and Industry's handling of the whole affair. This brought the number of inquiries into various aspects of V and G to four. The department's own inspectors are investigating under the Companies Act to see whether shareholders had been given all the information they were entitled to and whether any requirements of company law had been broken. The Ombudsman is probing complaints that the department had not acted quickly enough and had thus caused unnecessary losses to shareholders and policyholders, while the police are carrying out an investigation into the leak allegations.

Policy Proposals

These events have tended to overshadow the attempts of the BIA to protect people holding policies with member firms, and to prevent a repetition of the V and G scandal. Proposals for strong policing of insurance companies by the BIA have been mooted unofficially. Some members are in favor of the BIA appointing auditors with rights to peer over the shoulders of all members, and having the power to expel anyone who falls out of line.

There is, however, an equally strong body of opinion which



Lloyd's, a fish-eye view

feels that the BIA was not intended for police work and that even if it was, the practical difficulties would be immense. The Sherlock Holmes-style auditors would either have their hands full checking on perfectly respectable companies or, at the other extreme, if only a few firms were visited, those companies would have a long-lasting slur on their reputations.

Whatever decision the association's members eventually reach there are already signs of a new attitude. Early in May it was announced that Tulketh Group, a textile company in the north of England, was in financial difficulties. Tulketh owned two insurance companies, Bradford Insurance and Pennine Insurance, between them covering some 300,000 motorists. Simultaneous with the announcement, Phoenix Assurance, one of the most prestigious members of the BIA, said it would buy the two companies to prevent any public anxiety about their future. Obviously, some lessons have already been learned from the unhappy V and G affair.

The biggest beneficiary has

probably been Lloyd's. Any insurance placed there is proof against anything but the very direct of catastrophes.

"If four fully loaded jumbo jets smashed into each other over New York at the same time as Tokyo disappeared in an earthquake, London Bridge fell down, the Rock of Gibraltar collapsed in a pile of dust and the North Pole thawed overnight, Lloyd's might be stuck. On the other hand, there would be no one left to pay insurance to," was how one broker picturesquely put it recently.

Switch to Lloyd's

Many Britons who saw the fall of V and G have now realized this and are switching to Lloyd's for their insurance. The official motto of the London Stock Exchange is "My word is my bond" and Lloyd's, headquartered barely five minutes away in the heart of the City's financial district, has also been happy to take the same attitude.

In recent years it has subjected itself to a great deal of soul-searching in order to keep a grip

on its international position since the start of 1968 it opened doors to non-British members for the first time in a bid to new capital.

It took an even bigger step later when it decided to women as members. Each Church of England and the Exchange as the only British situation with a "men only" provision.

Then in April, 1970, a powerful committee chaired Earl of Cromer, now its ambassador in Washington, up with a series of proposals which could expand Lloyd's capacity by £100-million (\$2.4 billion).

During the sixties, Lloyd's had as a profit-earner was in 1960, it made a profit of £60.6 million, but years later it was down to £399,000 (\$1.474 million) a the three subsequent years trailed in the red. But for 1968 are expected soon if unofficial whispers are thing to go by, many people be surprised if there is a profit of at least £16 million million.

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Commodities: Impressive Range

LONDON.—For more than three centuries London has been a world center for buying and selling basic raw materials and commodities. The city is not so much an international market as a series of markets. Some trading takes place within the structure of a formal market. In other cases trading is carried on directly between brokers and merchants specializing in individual materials.

The evolution of the London commodity markets closely followed the rise of the city as a major international port. Those who detect a decline in the pre-eminence of the commodity markets today attribute this to the changed pattern of international trade and transportation. World War II severely disrupted the markets and it was not until the late 1950s that they ever reached anything like their pre-war level for many commodities.

The range of materials dealt in is still impressive. It includes cereals of all kinds, rice, sugar, coffee, cloves, pepper and spices, oil, tin, copper, ground rubber, oil, jinned oil, rubber, tin, tinplate, shells, furs, wool, lead, zinc, and diamonds.

Most business in commodities is transacted by private treaty in the Stock Exchange. The commodities normally include the cost of shipping and transporting the goods. Payment is made when the shipping documents are presented; these days, with air mail, this is normally several weeks before the cargo itself arrives. A few commodities are still sold by auction. Tea, wool (shortly moving from London to Bradford) and tea have their own sales rooms. Special auctions are arranged from time to time for ivory and bristles.

The changing pattern of world trade and an unsure economic picture have slowed trading.

for amateurs with steel-lined nerves to have a go at predicting the future trend in prices. Among the foodstuffs, the futures market figures prominently in transactions in cocoa and sugar. Whenever "futures" are bought or sold, dealers have to pay a deposit to the London Produce Clearing House, which regulates daily settlements.

In spite of its glamour and rich historical associations, the experience of commodity trading in the last year or two has not been conducive to participation by amateurs. The whole of 1970 and the early months of 1971 witnessed one of the most precipitous and prolonged declines in prices since World War II. The background to the decline was the growing recession in the U.S. economy, followed by evidence of a slowdown in some of the most important European economies.

As far as the base metals have been concerned, the fall in industrial activity had a serious impact on prices. The price of copper, for instance, fell from more than \$700 (\$1,680) a ton at the start of 1970 to little more than \$400 (\$960) a few weeks ago. In the case of copper, and some other materials, economic problems have been exacerbated by political worries. The announcement that the new Chilean government would nationalize the mines, added to the industrial troubles in Peru's copper mines, and the uncertainty surrounding the future of the copper mines in Zambia all conspired to produce a loss of market confidence.

The recent recovery in copper prices owes something to the renewed hopes that the radical measures adopted by President Nixon will lead to

and coffee have sustained the price falls in the past 18 months, but, for the moment, price levels appear to have been stabilized. As a result of overproduction last year, the Coffee Pact has reduced export quotas. In the short run this should help to maintain the recent firmer price levels, but in the longer run there will have to be a recovery in demand. Cocoa output this year looks like being a record, while demand is only slowly recovering from the low point last year. As a result there appears to be little scope for any far-reaching recovery in prices.

Tea Uncertainty

Elsewhere, tea prices have shown an upward trend, but this seems largely due to precautionary buying in view of the political crises in both East Pakistan and, more recently, in Ceylon. Efforts are being maintained to arrive at an international tea agreement. This would do much to bring about the better price which so many of the tea-producing countries need.

The basic market situation is a lot healthier for sugar, where demand seems certain to overtake production this year. Thanks to this and the improved quota-system, prices are presently at a six-year high.

The prospects for the commodity markets depend heavily on the extent to which the U.S. and Western European economies are able to reverse the present drift toward slower economic growth. At present many primary producing countries are suffering from stagnating export markets and also from the inflated prices of industrial imports from the advanced economies.

The scope for further producer agreements is obvious. But the best hope for brighter days for the commodity producers must await an improvement in the economic outlook of the advanced industrial nations.

Futures Market

The futures market is an important feature of the larger commodity markets. Although this is mainly a "professional" activity, it is still not unknown

Silver Expanding

A healthier underlying situation exists for some other metals, where demand is catching up with production. This is most obvious in the case of silver, whose industrial usage is expanding all the time. But even here the scope for future price appreciation is limited and the markets are overshadowed by the considerable stockpiles which have accumulated over the past 20 years.

The prices for several other industrial commodities remain in the doldrums. Rubber remains permanently under the threat of the wider use of synthetics. But an indication of the underlying weakness of this market is the periodic support operation which has to be mounted by the Malaysian government.

Jute has had a poor year as a result of the tragic sequence of events in East Pakistan. First the terrible flooding, then the political crisis which led to the intervention by Karachi forces, have disrupted supplies. The latest word is that remarkably little damage has been done to jute plants and that supplies will be back to normal before long.

The picture is less gloomy in the food commodities. Both cocoa

The Sixties

This spiral of more foreign banks arriving in London to get access to the markets, in turn increasing the size and efficiency of the markets, was the pattern of City banking throughout the 1960s.

The second feature of the market, the dominance by brokers, is related to the large number of banks dealing in foreign exchange. The precise proportion of trading that takes place through them is hard to judge but is probably in the region of 75 percent.

In 1961, when the foreign exchange market was reopened after the war, nine brokers were permitted to act in the market. Since then foreign exchange broking has, in effect, been a closed shop, since those nine brokers form the foreign exchange market today. Their names (in no particular order) are Charles Fulton, Astley and Pierce, Quin Cope (Exchange), Savage and Heath, M.W. Marshall, Harlow Meyer, Godsell, Woolworth, and R.P. Martin.

One is tempted to look for distortions caused by this restrictive practice. Actually, the organization of foreign exchange broking is far more satisfactory than money-market broking, where there is free access. Here the more reputable members of the market are deeply worried by the proliferation of fringe brokers who do not understand City ethics and who have somewhat haphazard dealing practices.

The heavy use of brokers has played a large part in enabling the markets to cope with the massive expansion of business during the 1960s, as both the Eurodollar market and the various sterling "parallel" markets emerged. But it would be wrong to ignore the growing pains that are now apparent.

There are two main problems: first, the City's now notorious shortage of office space. Despite the extensive use of telephone and telex, City banks insist in their wisdom, that all dealing has to take place within five minutes' walk of the Bank of England. The annual rent per square foot for new office accommodation in the banking area, according to a survey this month by the Committee on Invisible Exports, rose from £3 (\$7.20) in 1965 to £14 (\$33.60) in 1970.

Salaries have similarly soared, with brokers bidding stiffly away from the banks. A recent survey by Lloyd Executive Selection showed that the foreign exchange dealers in their late 20s had increased their salaries by between 23 and 30 percent in the last six months. Senior dealers can now be paid substantially more than £10,000 (\$24,000) a year.

It is hardly surprising that increases in costs such as these are beginning to tempt banks away from the City. While it is perfectly true that the foreign exchange market is no worse affected than other sections of the City, market operators are concerned at the rapid expansion of other foreign exchange and currency dealing centers, for example Toronto and Singapore. The brokers, typically, are not engaged in setting up a network of reciprocal arrangements with brokers in other centers and/or are establishing their own subsidiaries abroad.

No one believes that London's foreign exchange and money markets are seriously threatened at this stage. But no one can be happy about the present spiraling costs.

Hamish McRae is deputy editor of *The Banker*.

Foreign Exchange

By Hamish McRae

LONDON.—The foreign exchange market here has long thought of itself as the largest in the world. Today, thanks in part to the influx of foreign banks in the City, it must certainly remain so.

Not only has the number of banks participating in the market roughly doubled during the last decade but the centering of the Eurodollar market in London has ensured that the market has grown far faster. But this growth has been accompanied by increasingly severe cost pressures.

The number of banks participating in the market roughly doubled in the last decade, but the market has grown far faster.

This growth has been accompanied by increasingly severe cost pressures.

The underlying reasons for this expansion are well known: the growth of international trade, the development of the Eurocurrency pool, the emergence of the multinational company and so on—the same factors that have led to the growth of international banking in general during the last decade. But the City feels, and with some justification, that the reason why this business should come to London, as opposed to other financial centers, is the efficiency of its financial markets.

To explain this one must look first at the structure of the market. Two things immediately distinguish it from most other foreign exchange dealing centers. The first is the number of banks involved; the second, the high proportion of business conducted through brokers.

In all, some 200 banks in London trade in foreign exchange. To be allowed to do so they have to be licensed by the Bank of England. But since permission is given to any bank that is recognized as reasonably honest and stable, this is no barrier to entry. Indeed, the Bank of England helps new foreign banks to find

trained staff for the not entirely altruistic reason that it wants to be certain that any new arrival will be properly taught the unwritten code of practice of the City.

This ease of entry is one of the features accounting for the high number of foreign banks established in London. The other, almost certainly, is the efficiency of the money and foreign exchange markets. Perhaps the best evidence of the latter is to point to the high proportion of Eurodollar market business handled in London—more than half the world total at the last estimate.

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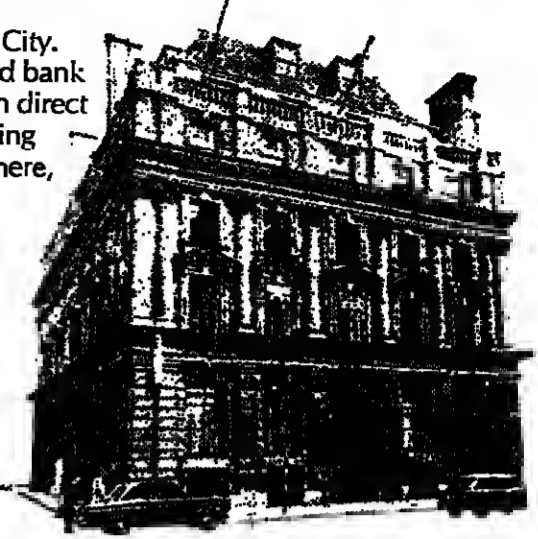


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Bullion: Central Ritual of Finance

By Andrew Leigh

LONDON—Even the most sanguine bullion dealer would probably consider that Samuel Butler regarded gold with just a shade too much levity. The famous 19th-century satirist concluded that society and its workings so depended on a firm belief in the yellow metal that "no gold, no holy ghost may pass as an axiom."

Such rank hyperbole would in some ways seem excusable today. For many people, the London bullion market remains almost as mysterious as the Holy Ghost. Each day five wise men meet in a luxuriously appointed chamber and decide the world price of gold.

Each day, as the sun rises over the City, five wise men gather in the Gold Room of N.M. Rothschild's to decide the price of international finance's 'Holy Ghost.'

And should any monetary crisis give the international financial scene a stomach ache, then no matter whether it is the pound, franc, mark or dollar which causes the pain, the cost of gold will still be used to describe the symptoms.

Alan Jeffrey, a director of N. M. Rothschild and one of the five "wise men," agrees that "it

is an absolutely crazy world monetary system in which liquidity should be allied to a metal dug out of the ground, and a metal which is diminishing in quantity!"

Increasingly, we have been moving away from using gold as a monetary unit and to a large extent there is now a dollar standard. But until gold ceases

to have any major monetary significance, its price, and hence the workings of the bullion market, remain fairly central to world finance.

The setting of the price is a curious mixture of ritual and technology. At 9 a.m. each working day, dealers in the five member houses of the market are at their desks to handle client enquiries. In total, some 15 to 20 dealers are in contact by telephone and telex with customers around the world.

At exactly 10.30 a.m., the envoys of the five houses, Samuel Montagu, Mocatta and Goldsmid, Johnson Matthey, Sharps Pixley and N. M. Rothschild, meet in the latter's Gold Room at 55, Swithins Lane, in the City. In front of each man is a little Union Jack flag, on its side.

The chairman, traditionally from Rothschild, suggests some possible gold prices. Each of the five envoys is in telephone contact with his own dealers' room and relays back the proposed prices. The dealing room rapidly calculates a net gold requirement based on clients' orders and the envoy in the fixing room is informed.

When there are both buyers and sellers, the envoys reveal their gold needs. Prices are altered until demand matches supply. At any time before this happens and the price is settled, the envoy can change his mind about his gold requirements by raising his little flag.

During the fixing, people all over the world can directly participate in determining the price via the five dealing rooms, by giving orders to buy or sell. It is essentially a dynamic process in which prices alter rapidly, but reasonably smoothly.

Before the fixing starts, dealers are quoting a spread of prices around the previously agreed one. This difference between buying and selling price gives them their commission. But during the actual fixing, sellers are offered a single price with no additions or subtractions, while buyers pay an extra 1/4 percent brokerage fee, or roughly an average of 10 cents per ounce.

When people were scrambling for gold in the midst of the 1968 crisis, the process of arriving at a price was chaotic and took around 45 minutes. In normal times the whole affair lasts only

about five minutes and is repeated again in the afternoon.

What puzzles many casual observers about the bullion markets is why London, in particular, is so important. The threefold answer is that London is a world communications center enabling the fixing process to flow smoothly; it retains the necessary expertise; and finally, it has dealt in bullion for decades.

None of these characteristics guarantee a total monopoly of the bullion trade and in recent years Zurich has handled a growing amount of business. Turnover figures are not generally known, though one London dealer guesses that the trade is split about equally between the two centers.

Nor is London still handling gold which the various central banks around the world are moving around in settlements. The solution to the 1968 crisis was the creation of the two-tier structure in which the central banks deal with their gold among themselves. They also decided not to buy any newly mined gold for monetary purposes, or to sell any monetary gold for private use.

This left the "free market" essentially on its own. Apart from traditional sources such as hoarding and speculation, the main supplies come from newly mined gold being sold by South Africa and countries such as Australia, Canada, Ghana, Russia and the Eastern European nations.

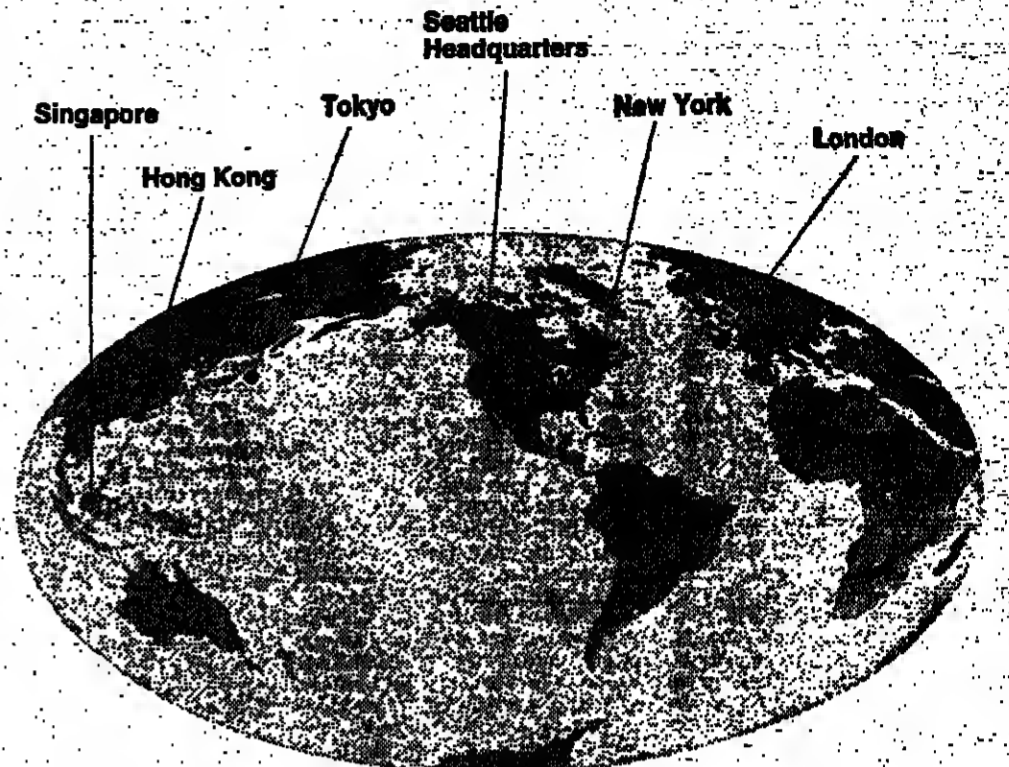
Until late 1969, South Africa, which is the main source, did not need to sell gold, since its balance of payments was favorable. With a deterioration in this, and a fall in the free market price, an agreement was finally made in December, 1969, whereby the International Monetary Fund buys any gold offered by South Africa at or below \$35 an ounce.

South Africa can also sell its gold on the "free" market whenever the price exceeds \$35 an ounce and since 1970 has marketed almost all its new gold production this way.

In January of this year it sold \$255 million worth to the IMF. Many people predicted that the two-tier system would not work, but with its traditional flexibility, the market has had no real trouble in adapting to the new situation. As for the future, the trend seems to be toward a total demonetization of gold. This would make it just like any other commodity with a much greater freedom for people to trade in it. The development of a regular forward and terminal market would tend to follow.

But for the moment, gold retains a significant place on the world scene. It is certainly still important enough to justify Alan Jeffrey's claim that "the price on the London market gives a true representation of what the world is feeling about the international economic and political situation at that moment."

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Euromarkets: The Crucial Role of the Eurodollar

By Christopher Fildes

LONDON.—We used to say that Sir Leslie O'Brien ought to keep a dummy aeroplane in the vaults of the Bank of England, so that he could practice arriving at Basle or Washington or wherever looking confident. That was in the bad old days of sterling. Now that the governor can descend from the skies looking and feeling confident, nobody photographs him doing it. So his arrival this spring at Midway Airport, Chicago, drew less attention than it deserved. Sir Leslie was there to address the Bankers' Club. He tickled that learned audience with a learned reference to the influence of Cook County tax rates on the U.S. money markets. Then he embarked on a full-scale defense of the Eurodollar money and capital markets, and of the Bank of England's liberal attitude to the growth of these markets in London.

From any other central bank governor, that would have been sensational. Like other men, they are temperamentally averse from things going on in their parish which are not under their control. They were worried enough, even before last month's great tidal wave of Eurodollars, which washed away the defenses

of four fixed parties and has provoked the bankers into discussing new forms of flood defense. The Bank for International Settlements is now making an urgent study of the subject, and will put forward proposals next month and then it will be fascinating to see what line the Bank of England takes.

Underlying Causes

For the temptation is to put the blame on the market, simply for being there. And the danger of that, Sir Leslie told his Chicago hearers, "is that it distracts attention from the real causes of international maladjustment—for any problem that is transmitted must have underlying causes quite independent of the agency through which it is transmitted." There was not money, and speculative pressure, before ever there were Eurodollars. And if there is more of both than before—well, business has got bigger and more international and it is no surprise if the financial markets which support it follow suit. Observe the blandness of Sir Leslie's conclusion: "Short of heavy-handed attempts to control it, the Eurodollar market has a promising future."

—The growth of the Eurodollar market, a light hand on the

At some historic moment in the Sixties, London seized the opportunity to become a principal broker for foreign capital with the result that finance was Britain's best growth industry in the last decade. The reasons? The City's convenience and a light governmental rein.

reins at the Bank of England, and the renaissance of the City of London have gone together from the beginning. It is no coincidence that Sir George Bolton, who as chairman of the Bank of London & South America had as good claim as anyone's to have fathered the Eurodollar market, had six years earlier as a director of the Bank of England fathered the Robot plan for a convertible, floating pound. Always anxious to see the City flourish as an international financial centre, the bank believed that this demanded liberal policies. For perhaps half the sixties, the bank also believed that it meant fostering the use of sterling. It is not five years since a suggestion that London might soon see dealings in dollar-denominated bills of exchange drew an official rebuke. "Don't forget, young man, that this institution has a branded product of its own."

away from the U.S. interest equalization. The closed New York to overseas borrowers. Regulation Q prevented the American banks from paying competitive rates for their deposits at home, and sent them scurrying across the Atlantic to fish in the Eurodollar pool. Ever-tighter restrictions on foreign direct investments have forced American companies to finance their overseas operations on the spot. There were pressing reasons, of one kind and another, for all these measures. But their opportunity, and London seized it.

Foreign Stimulus

Quite what that opportunity has meant to the whole British economy is only now being realized. Looking back on the sixties, it is clear that finance was Britain's best growth industry. The group of services which most people would lump together as "the City"—banking, insurance, merchanting and brokerage—in that period increased their net overseas earnings by something like three times, to something like \$1,200 million a year. Insurance is the biggest earner, but banking's contribution has grown the fastest.

The City has become more outward-looking, more aggressive, more ingenious and less carteled. In all this the merchant banks set the early pace; but they have found both competition and stimulus from the foreign banks that have flocked to London. A year or two back, it seemed that not a week went by without some American bank announcing its arrival in London with a cocktail party and discovering, too late in the day, the modest strength of British domestic gin. The pace of the invasion was too hot to keep up. But more than 150 banks, from 48 different countries, now have branches or representative offices in London, and it has been estimated that they now contribute half of Britain's net overseas earnings from banking. Within the City they have done wonders for salaries, and many a young hopeful has found himself translated into an experient-

Newer Arrival

Today dollar bills of exchange and dollar certificates of deposit are a common-place in the City. Dollar-denominated commercial paper is a newer arrival. Similar securities in other Euro-currencies will make their appearance soon. The discount houses, who provide the market in this type of security, have just been granted permission to deal both as principals and as brokers—previously they had to choose between one or the other. Eurodollar markets recently pioneered from London include roll-over credits, floating rate notes, and a specialized business in medium-term finance. So it may well be true that the decline of sterling as a reserve and trading currency has positively helped the City. How pleasant to find ingenious new uses for other people's currencies, untrammelled by any possible domestic difficulties attaching to one's own!

Domestic difficulties attach to the dollar, too, but they have been a positive boon to London. For each has led to some form of control or moral suasion whose effect has been to drive business

is concerned, the supervision is much less constant. Regulation is minimal. This is not the result of inattention because the Old Lady knows as much and probably more than anyone

about the Euro-market. It is a deliberate policy to let market forces control the market.

The governor, in his Chicago speech, put that another way. Speaking of the credit risks of the Euro-markets, he said: "Our tradition in Britain is of a less formal supervision of banks than is customary in some other developed countries... Ultimately, the stability of the market depends upon the judgment, prudence and self-discipline of those who participate in it. External controls have to be very skilfully, and in my view sparingly, applied if they are to reinforce rather than undermine these qualities."

It is no wonder that, warmed by this benevolent tradition, the Euro-markets have flourished in London. Small wonder, either, that the foreign exchange director of Schroder Wagg has been publicly worrying about London's share of this business if Britain joins the EEC and has to adapt to more rigorous and legalistic methods of control. Those who live by foretelling the future will scan the E.E.C. proposals and the Bank of England's reaction for the first real clues.

Christopher Fildes is Deputy City Editor of the Daily Mail and Editor of Euromoney.

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But first among the City's advantages Mr. Davidson puts "the regulatory atmosphere. It is meant to encourage foreign banks to come here. It does." And he singles out the Bank of England's ways with foreign banks: "As far as sterling business is concerned, the supervision is close and continuous—but it is also intelligent and flexible. As far as non-sterling business



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The Stock Exchange: Meeting the Challenge of the 70s

By Donald Buckley

LONDON.—The future role of the London Stock Exchange in the European investment scene, let alone as a dominant focus for international investment, now depends to a large extent on the formula being evolved to carry it finally into the highly professionalized and technical Seventies.

In its heyday, and even up to the end of the Thirties, London was unquestionably the dominant securities center; there was not a bank of any consequence anywhere that had not a London office or agency; investment business from every quarter of the globe gravitated to the Square Mile of the City, which possessed, beyond all comparison or competition, the greatest market in stocks and shares. By the measure of the number of separate capital issues officially quoted (just over 9,000 on the latest count), the Stock Exchange is still by far the largest market.

The Stock Exchange assumed its master role, quite logically, in step with Britain's colonial

The decolonizing 'winds of change' of the Fifties left the stock market with a vacuum to fill and a sense of urgency about facing the modern technological era. After some false starts intended to meet faster competition, the Exchange has put on a new suit of steel and glass.

great a vacuum in the stock market as elsewhere. With the sheet-anchors of the past tearing away, the Stock Exchange also gradually awoke to the fact that the source from which it had traditionally drawn its business—the direct private investor—was being supplanted by the steady encroachment of the institutional investor in the field of the industrial equity. While the individual investor was in eclipse, however, the ranks of the popular investor were expanding fast in the hothouse of inflation and easy credit. But the latter's small savings were being channelled at secondhand through the chromium-plated portals of the vast intermediaries, particularly the merchant banks and unit trusts.

A New Client

For some years past, with the gradual surrender of our overseas possessions, this process has been in reverse; the great gold and base metal counters of the past have dwindled to a shadow of their former size, and some, like the once animated market in West African gold shares, have vanished. The "winds of change" acknowledged in the late Fifties finally demolished lingering illusions of colonial grandeur, and left, it must be admitted, as

great a vacuum in the stock market as elsewhere.

When the sheet-anchors of the past tearing away, the Stock Exchange also gradually awoke to the fact that the source from which it had traditionally drawn its business—the direct private investor—was being supplanted by the steady encroachment of the institutional investor in the field of the industrial equity. While the individual investor was in eclipse, however, the ranks of the popular investor were expanding fast in the hothouse of inflation and easy credit. But the latter's small savings were being channelled at secondhand through the chromium-plated portals of the vast intermediaries, particularly the merchant banks and unit trusts.

It is easy to oversimplify the causes and consequences of the market's failure to get on terms earlier with the postwar trends. One reason undoubtedly was that, in the immediate aftermath of the war, there was a sufficient hangover from the club-like past to obscure for a time the background pressures; there was the surplus of activity, a greater spending spree, boomlets born of postwar shortages, followed by the redeployment of immense capital sums released by successive nationalization measures. All this kept an aging membership fully occupied. To this extent it will be appreciated, the Stock Exchange got away on somewhat the wrong foot in the earlier post-war years.

Parallel with the diversion of business into the big institutional hands, there was a steady inflation of operating costs, particularly salaries and rentals, and intense pressure on members' capital resources due to the larger scale of operations, requiring, among other things, correspondingly more costly statistical services.

Finance, therefore, was the first problem. As far back as the mid-Fifties, member firms, already under financial stress, were beginning on the path of accelerated mergers in an attempt to keep step with the bigger investment groupings institutionally. The jobbing firms (the share wholesalers as it were), in particular, hurried to close ranks, their numbers falling from nearly 250 at the end of the war to 28 today.

But in attempting to adapt the old methods, by a series of improvisations, the Stock Exchange tended to undermine its former efficiency and authority. In particular, it impaired its main prop—the former keen competitiveness of its much-vaunted jobbing system. Stockbrokers too were beginning to merge, in an endeavor to get under the expenses barrier.

Restive Money

By the end of the Fifties, the big money behind the market began to get restive. For the costly privilege of maintaining a market for the establishment of prices, the Stock Exchange saw its business being eroded by provincial competitors, often operating in an adroit broker-

jobber capacity; by the institutions with the advantage of unbridled public advertising; and by numerous intermediaries, such as portfolio managers and investment counselors, performing on its perimeter.

The scheme to rebuild the Stock Exchange was by then already being pushed relentlessly. It was seen that it was needed physically to reassert the presence of the market in the City, and that inevitably meant the focus of a modern, challenging building to compete on level terms with the institutions, already beginning to engineer themselves in aggressive glass and concrete.

When the site was irrevocably "Q" for the rebuilding in August, 1968, the elderly, who had, perforce, lingered beyond their time as a result of the war, began to vacate the scene in increasing numbers. This exodus coincided with the influx of the postwar generation of members and clerks, whose youthful enthusiasm knew little restraining influence in the heady conditions of the Australian nickel boom to follow in the late Sixties.

It was against this background that the Stock Exchange crossed

the threshold of the Seventies to the accompaniment of big events—a new 36-storey skyscraper building arising from the descending rubble of the old; frustrated women aspirants to membership knocking insistently at the door; computerization and modern communications; Stock Exchange Federation both at home and with a view to a closer link-up on the Continent; the admission for the first time of outside capital.

Infusion of Funds

Of these and other developments, undoubtedly the most important structurally for the Stock Exchange was the admission of outside capital to corporate jobbing firms, although not more than 49 percent of a firm's total capital may be provided in this form, nor more than 10 percent from any one quarter. Apart from the needed infusion of fresh finance, this move should ensure the allegiance of the institutions, on a mutually beneficial basis, whereas, in the past, too much important business has bypassed the market as a result of inter-institutional dealings. With the same underlying ob-

ject of cementing outside interests, but this time on a wider scale, the Stock Exchange's rules are being amended to admit foreigners as members, doubtless with an eye to Common Market entry. At the same time, it is proposed, but not yet agreed at the time of writing, further to sanction advertising by member firms. This concession would remove the present disadvantage under which firms labor in competing with the institutions.

Finally, and again on the financial score, it is being considered whether the official minimum backing of £5,000 (£12,000 per member-partner should not be doubled. The possible advisability of this has arisen because of the lack of liquidity exposed by the long delay in settlement, and consequent big financial commitment, in much Australian nickel business.

As the spread of wealth continues, and the institutional investors increase still further their stake in the stock market, their function as collecting agencies for small savings, so the Stock Exchange must continue to adapt its machine and services to this form of business. The service to the private investor may understandably suffer in the process, and become, for the smaller individual, disproportionately expensive. This, in due turn, must further the growth of the channels of indirect investment.

The process will be accumulative, which means that in time the Stock Exchange and the institutions will become inextricably interwoven.



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THE *Financial* CITY OF LONDON

(Continued from Page 9)

been slow in experimenting with instruments that promise to make the Eurocurrency business flow more smoothly. Changes in world interest rates, for instance, have tended to discourage fixed-rate borrowing or lending for short periods of around five years. So the roll-over credit has been popularized, in which rates are adjusted every six months. The market for short roll-over credit is greater now than for fixed loans.

Bond Rate Floats

On the bond market, Banker's Trust and Warburg have devised the floating bond rate, in which a long term issue of around ten years has a six-monthly adjustment. This avoids the problem that in buying a long-term Eurobond you either gamble that the fixed rate of interest will still look good on maturity or face the difficulty that a totally flexible rate may deter buyers. At the other end of the time scale some London merchant banks have been experimenting with Euro Commercial Paper, which is for short-term finance of between three to six months. The banks act as an intermediary, do all the credit rating work and arrange the placing of the paper with a client.

The net effect of all these changes is to gradually eliminate various technical distinctions and create an international money market in which one can raise finance of practically any size for virtually any period. It is the conscious recognition that this is what future clients are going to want that keeps the City in the forefront.

Nor is it just on the pure money markets that London's adaptability creates business. The merchant banks have realized that international corporations seek a total financial service, causing a trend toward financial conglomerates. Merchant banks have become active in a wide range of areas, including insurance and property, although with extremely varied results.

London has retained its world leadership in insurance partly for historical reasons but mainly by responding to new risk situations. Lloyd's, for example, insured the first oil rig ten years ago, and although the Americans tried to obtain some of this business, they burned their fingers badly. Most cover for the world's giant bankers goes through Lloyd's and all the ratings for the jumbo jets are done in London.

Makers Insured

"Products liability," to cover a manufacturer against his product causing an accident, was first supplied a few years ago by the London insurance market—returning astronauts thus have the dubious satisfaction of knowing that should their re-entry parachute fail, the makers are covered at Lloyd's. Package deals, in which a major firm like Shell gets cover for all its particular requirements in one contract, have also been created and are becoming increasingly popular.

The commodity and stock exchanges tend to play a relatively minor role on the international scene, although the former has created successful new markets such as soy beans and cotton, while the latter handles more foreign securities than any other single exchange. And despite Britain's relative decline as a shipping nation, the Baltic exchange continues to grab more than its fair share of business, mainly because it is established and extremely efficient.

Perhaps the least quotable aspect of London's primacy is the casual way the whole system works. Not only are there less restrictions than in many other centers but those that do exist are either generally agreed to be realistic or are self-imposed.

Making large deals purely on a verbal commitment is possible because the City is such a tightly knit community. It would be commercial suicide to break the principle of "my word is my bond" and everyone knows it. The absence of a plethora of regulations makes those who work in the City accept that the profit motive is linked to personal responsibility.

The resulting freedom permits London to be fast on its feet. Banking, taxation and insurance laws all tend to stimulate or at least not to deter experimentation. For example, the Bank of England, while rigidly supervising sterling deals,

allows natural forces to control the non-sterling markets; or in insurance, lack of tight control makes it easier to adjust rates and innovate than in most countries.

With such informality, the need to rely on self-imposed discipline is obviously paramount. The formation of the Take Over Panel which has gained universal respect, is a prime example of government from within. It certainly forestalled possible state action to impose the equivalent of America's Securities and Exchange Commission.

The recent failure of Vehicle and General directly affected the company's international reinsurance subsidiary, World Auxiliary, and thus threatened the good name of London as the leading insurance center. After much heart-searching, Commercial Union helped save World Auxiliary, although not V and G, and the affair still rumbles on as pressure increases to force the insurance community to rethink how it guards customers' interests. Ultimately, some self-governing mechanism is almost bound to emerge.

The Future

The very success of London as a financial center tends to obscure the less happy fact that in relative terms it is losing out. True, the City's invisible earnings have more than tripled from £150 million (then worth \$420 million) in 1965 to \$480 million (\$1150 million) in 1969, the last available figure. But other centers have been taking a growing slice of the still expanding cake.

London's loss reflects the increased abilities of other countries. Britain's share of world invisible receipts fell from 20 percent in the 1950s to only 13 percent in 1967. Within this broad category of invisibles the main growth section is one which the International Monetary Fund labels "miscellaneous" and includes most of the earnings produced by the City. Back in 1962, Britain had a clear lead in this section, but by 1967 (the last available figure) it was down to third place, with Italy coming up fast. The British share has plummeted from 27 percent to 13 percent.

Apart from the growing abilities of the City's competitors, other reasons are often suggested for the decline. Mr. Davison of Morgan Guaranty argues that the City is "beginning to show a little arteriosclerosis" and as proof points to the high cost of real estate and skilled bankers and the decision by some leading banks to move certain operations out of the City.

Despite these undisputed facts, London as a financial center still dominates the international scene and although its share of invisibles may decline further, its attraction is unlikely to diminish.

Certainly, the City will have to handle massive rises in the volume of international business over the next 20 years and must be prepared to promote the formation of large banking groups and syndicates covering major countries. It will also need to cope with the ever-growing emphasis on size in virtually every area of its activities.

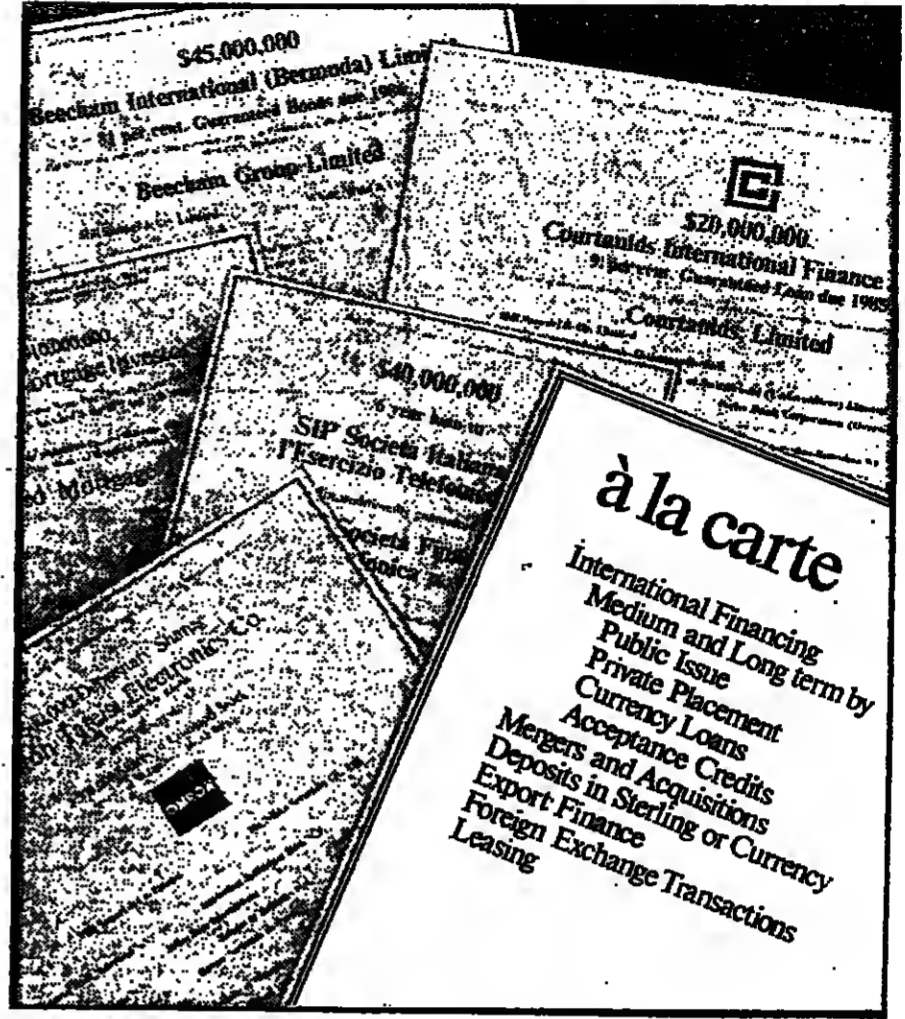
Already, one of the more obvious and immediate pressures to get bigger fast loomed up only last week with the virtual completion of British entry terms to the Common Market.

The real threats are the more obvious ones facing every financial center: The deterioration of money, and possible government restrictions. At the moment, international money markets are in more chaos than when sterling used to dominate and with inflation a world problem the future hardly seems reassuring. As for regulations, there has been no move yet by central banks to control the Eurocurrency market, but its relative freedom makes it a tempting target.

Finally, there is the danger that a British government may try to impose further regulations on the City's affairs. The continuing dissatisfaction over the collapse of V and G has forced the creation of a special tribunal to investigate and this is just the kind of situation that could provoke legislation to the eventual detriment of London's insurance role. As Sir George Bolton, a leading City figure and chairman of the Bank of London and South America, warns about restrictions in general, "We can destroy ourselves without any difficulty at all."

Andrew Leigh, the author of this article, is a business and financial writer for the London Observer.

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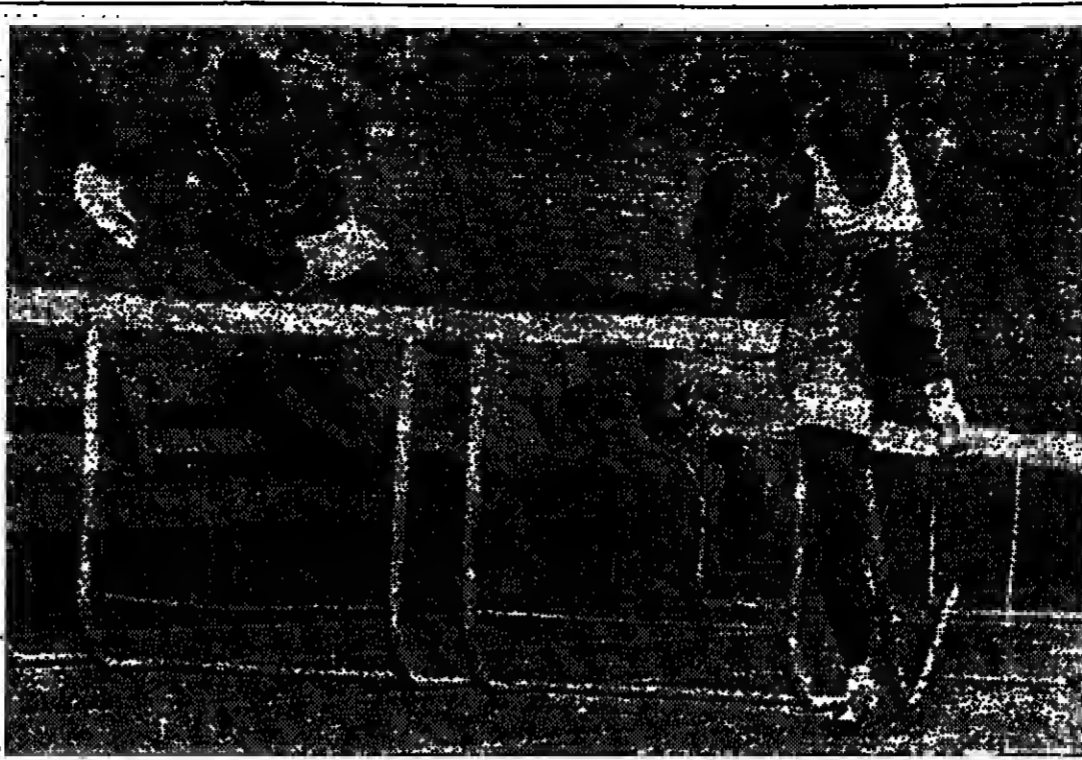
Liquori Takes Mile in 3:56.5

Smith Sets Record in 440, Meriwether Wins AAU 100

By Neil Andur
EUGENE, Ore., June 27 (AP)—John Smith woke up this morning and told Wayne Collett, roommate, college teammate...

achievement for an athlete who, until last year, had never set foot on a track and who, earlier this year, still had not learned the fundamentals of sprinting...

final 440 that insured a ten-year victory over Jim Crawford. Liquori's closing kick, however, helped Crawford to a career best, 3:57.7.



LAST HURDLE—Rod Milburn, on right, knocks down last hurdle as he heads for tape and world record of 13 seconds in winning the AAU 120-yard hurdles.

Kessinger Hit Leads Cubs Past Cards

ST. LOUIS, June 27 (AP)—Don Kessinger's two-run single cracked open a tight game in the sixth inning, and the Chicago Cubs went on to beat the St. Louis Cardinals, 4-1...

strong throwing arm and Boston went on to defeat Baltimore, 3-1, for its third consecutive victory over the Orioles...

Brooks Robinson singled, scoring Powell. Dave Johnson then singled to left and Frank Robinson was cut down trying to score on Yastrzemski's perfect throw to the plate.

Stewart Takes Can-Am Race As Hulme Finishes Second

MONT TREMBLANT, Quebec, June 27 (AP)—Scotland's Jackie Stewart came from behind to win his 17th Can-Am race...

The race counted toward the World Manufacturers' Series, which Porsche has already clinched. Second and third were Anglo-American's Graham Hill...

Red Sox Beat Orioles Twice On Bats of Siebert, Aparicio

BOSTON, June 27 (UPI)—Sunny Siebert hit a six-hitter and knocked in five runs with a home run, double and fielder's choice last night to lead the Boston Red Sox to a 10-2 rout of the American League East-division leading Baltimore Orioles...

Jeff Borowik gave sixth-seeded Richey a fright. The 21-year-old concert pianist from UCLA has a stilted style, with a hitch in his shoulder as he throws the ball up and a stab at the volley rather than punching it...

Porsche Wins

LITWEG, Austria, June 27 (AP)—The team of Pedro Rodriguez and Dick Attwood retain today won the 1,000-meter auto race in a Porsche in the Osterreich Ring here...

Merekx Leads Tour de France After 1st Stage

MULHOUSE, France, June 27 (UPI)—Eddy Merckx of Belgium held the lead at the end of the first stage of the Tour de France cycle race today...

Friday's and Saturday's Line Scores

Table with multiple columns listing baseball game results for Friday and Saturday, including teams, scores, and key players.

Rosewall Wins at Wimbledon

Richey, Smith Gain, Parun Tops Riessen

By Fred Tupper
WIMBLEDON, England, June 27 (AP)—The seedings had predicted, Stan Smith and Cliff Richey have reached the quarterfinals at Wimbledon...

lar, all knobs and power, Onyx blunted Riessen's knee game by taking the ball early and beating him to the punch around net.

And for the record, only three of the World Championship Tennis contract pros have made it, as 36-year-old Ken Rosewall joined Rod Laver and John Newcombe, winners Friday.

Center court was shrouded in gloom as fifth-seeded Virginia Wade had her annual June malaise. Well as she plays elsewhere, the British girl seems confounded by Wimbledon.

Hixon Passes Test to Triumph Over East Stars

HOUSTON, Texas, June 27 (AP)—Chuck Hixon of Southwestern University, leading for three trophies, won his fourth today in a 29-yard touchdown to Nebraska's Joe Orndorn...

67 by Mitchell Gives Him Lead Of 4 in Cleveland

CLEVELAND, June 27 (UPI)—Bobby Mitchell scored an eagle 3 on the tenth hole, en route to a four-under-par 67 yesterday and took a four-stroke lead after three rounds of the \$150,000 Cleveland Open golf tournament with a total of 197.

West's Only First-half Score

As Arizona State's J. D. took a punt on his own 27-line and raced along for the line for a touchdown.

THIRD-ROUND LEADERS

Table listing golf scores for the third round of the Cleveland Open, including Bobby Mitchell and Ben Crenshaw.

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